

PAIGE CARS SELLING IN SOLID TRAINLOADS

Big Orders Mean That September Will
Equal August as Record-
Breaker.

Enough orders have already been filled at the factory of the Paige-Detroit Motor Car Company to assure the smashing of the September sales record as completely as the record for August was broken when more than \$2,000,000 worth of cars were sold and delivered. Sales Manager Henry Krohn reports.

The demand for the Fairfield "Six-46" continues insistent, and it has proved to be by far the most popular model we ever put out," says Mr. Krohn. "This continued demand and the fact that we have anticipated it in planning our production, have enabled us to make new Paige records for monthly volume of business."

Evidence of this exceptional popularity of the Paige is found in several huge orders that have recently come in. For example, Milwaukee, last Saturday, wired for a solid trainload of Paige cars. Before the week is over, the long train will be made up and will be on its way to Wisconsin.

SIMPLIFIED LESSONS ON PROPER CARE OF AUTOS

(Continued from Eighth Page.)
Clip these articles as they appear each Sunday in The Times-Dispatch, giving your name and address, and answers will appear under this heading. (Copyright, 1916, by Fred C. Guerlich.)
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AUTO QUERIES AND ANSWERS

If you have any problems or wish any information about your automobile, write the Auto Editor, The Times-Dispatch, giving your name and address, and answers will appear under this heading. (Copyright, 1916, by Fred C. Guerlich.)
Q. I read your article on the proper care of an automobile, and it was very much helped by it. I have a 1915 Ford car, and I am having trouble with the engine. I have a 1915 Ford car, and I am having trouble with the engine.

A. Make the cylinders miss one after the other. If the engine misses more you know the one you made miss could not have been missing before. You will finally come to the cylinder which is the trouble. The trouble would make it miss will not cause the engine to change in its running. This must be done on all the pistons and on all the cylinders miss by holding down the coil vibrator, or by shorting the spark plug with a screw driver.
Q. Will you please tell me what is the cause of my car jerking when I start up. Sometimes when starting the car gives a lot of little short jerks and sometimes the engine does very fast, but the car moves slowly, and sometimes the engine does not start at all. It is a 1914 Ford.
A. One of the springs adjusting nuts may have backed off, thus causing the clutch to grip on one side only, which would cause a jerky or chattering grip. The oil which the clutch runs may have "backed off," thus gumming the discs. Before changing the springs, try draining the oil out of the clutch housing, and then pour in about two quarts of new oil. New shoes turn the engine by hand a number of times, at the same time have one hold out the clutch, and then engage it once in a while. Then drain the oil, and repeat with fresh oil. The failing to remedy the trouble try the springs. Do not run the engine when giving the clutch treatment, as in this case the oil used in the clutch housing is used in the engine also. So that when the housing is dry, the oil in the engine is also. Kerosene is not a lubricant.
Q. My Buick car has a Delco starting and lighting system, but has no ammeter to tell if the battery is being charged or is discharging. Can I put an ammeter in? I am told it would be burned out.
A. You can put in an ammeter without burning it out if you are careful not to get it in the motor. You will find that the lead from your battery goes to a large terminal on the side of the motor. This terminal connects the motor winding. Just above this large terminal is a small terminal, which goes to the generator winding. The two being connected by a thin piece of brass. You will take out or cut this piece of brass, and then run one wire to your ammeter from the small terminal and another from the ammeter to the large terminal. The ammeter will be in the generator circuit only, and will not be burned out. The current, when the motor is running will then go to the small terminal through the wire to the ammeter, and from there to the battery. When starting, the large terminal, then to motor windings, but cannot get to the ammeter as the generator circuit will be open, when starting motor is in use.
Q. I have a 1915 touring car. The engine was recently overhauled. While traveling over a rough road there was a knock. I have just under the driver's seat. I have just under the driver's seat. I have just under the driver's seat.

A. I am inclined to believe your trouble is due to the Torque Arm. This is a pressure steel arm, one end of which is fastened by a long bolt to the rear axle housing, the other end to a front member of the frame, which cross member would be about under the driver's seat. It is possible that the mounting springs at forward end may be broken or more probably that the mounting through which the rear bolt passes are badly worn, or that the bolt itself is loose. If the springs are not broken, try taking up on the four ball nut, and this failing to remedy the trouble, remove the bolt, and if you have a 1915 car, which gives me a lot of trouble, it may be the torque arm. The cylinder near the dash board keeps pistons hit regularly, the motor back to the cylinder. This might come from a leaking valve-cap, a bad air leak through the valve stem guide, and valve stem. Though you have new rings and your valves are ground, you may still have loss of compression due to leakage.
Q. Will you tell how to put a storage battery in my Ford? P. L. K.
A. You cannot charge the battery from a magneto, as the current from a magneto is alternating, and a battery can be charged only by direct current. While alternating current can be converted to direct current by the use of a rectifier, I know of none of these which is practical for the automobile.
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dealer sold the car on a commission, a fair portion of which was given to the salesman and much of which was absorbed by his overhead expenses, so that he cannot afford to pay a mechanic for many hours' work on the car after the sale, without being paid therefor.
Have Car Inspected by Expert.
Where an owner has trouble with his car, or is not pleased because some part gives him trouble, he should, before becoming discouraged with it, take it to the service station, as the service-station mechanics are experts on this particular car and can often remedy a trouble by the twist of their wrist, which another good mechanic might consider as incurable.
A case in point:
The writer was once asked by a friend to advise as to the purchase of a certain second-hand car. Upon looking the car over, he advised its purchase, but also advised the buyer to get a bill of sale from the original owner, as the second-hand dealer did not have the best reputation. The original owner proved to be a woman who was very bitter against the car, claiming that it was almost impossible to shift the gears and that the mechanic at her garage said it could not be made easier.
The gears were hard to shift, but it required only a few moments' work to make the shifting easier. The trouble was simply that the locks which keep the gears in mesh were set up too tight, and there was an adjustment for them.
If there is a woman where the new owner and his wife have been driving this car for some time, and have only words of praise for it, while the former owner, because she did not give the car a chance to fix it for her, was put to an extra expense in getting a new car, and has only words of condemnation for the old. She is doing an injustice to the manufacturer of this car by condemning it.

BE FAIR TO DEALERS AND MANUFACTURERS

(Copyright, 1916, by Frederick C. Guerlich.)
Live Oil.

There is one thing which all owners should do to their car, but which they very often neglect to do: it is to drain the old oil out of the crank case periodically and to refill with fresh oil. If you had a pail half full of paste and added a cupful of water, the paste would become thinner; if you now added another cupful of water, the paste would again become thicker, but if you added another cupful of water, the paste would become thinner than after the first cupful; if you did this a third time, the paste would become still thinner, and if you kept it up indefinitely it would finally become little more than water.
Do you realize that this is practically what you are doing to the oil in your engine's crank case? You start out with perhaps two gallons of oil in the crank case, then run the car about 100 miles, and thus, while some is burned away, cause the remaining oil to lose much of its lubricating property, and to become dirty. You will then pour in about a quart of fresh oil and again lessen the lubricating properties of all the oil by running the engine; you will again and again repeat the process, until, like the paste, the lubricating properties of the oil in the crank case will be small indeed. If you run your engine many thousands of miles without replacing the oil, you have no right to complain when your engine overheats; when it becomes carbonized; when you lose power because of sticking piston-rings; or when your cylinders become scored.
The oil should be replaced between 1,000 and 2,000 miles, depending upon the size of the engine and the capacity of oil reservoir.
Service Is Expected.
Owners have a right to expect a certain amount of free service from the manufacturer or his agent, such as the adjusting of the carburetor on a new car, of the brakes, clutch, etc., and even some repairs when the car is comparatively new, which may be due to a defect, a loosening of a bolt or nut, etc., but he has no right to expect the manufacturer or his agent to do jobs, such as draining the crank case as above, grinding valves, burning out of carbon, changing tires or repairing damage due to neglect or ignorance on the part of the owner, without being charged therefor.
The much-advertised and much-used word "service" is the cause of many misunderstandings and of much worry and annoyance to honest dealers. The writer believes that these misunderstandings are due to a confusing of service by which is meant that the dealer, or branch, has means for quickly furnishing parts and expert mechanics, who can quickly locate and repair trouble, and thus keep the car from being "out of service" as much as possible; and free service.
Manufacturers and dealers are giving much thought to the question of service, and no doubt there soon will be a way by which the buyer will know just what service he will get free. In the meantime it would be well for owners, while remembering that they are entitled to, and that the dealer will gladly give, certain services free, to also remember that the

dealer sold the car on a commission, a fair portion of which was given to the salesman and much of which was absorbed by his overhead expenses, so that he cannot afford to pay a mechanic for many hours' work on the car after the sale, without being paid therefor.
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lem is installed on 69.2 per cent of the cars, while 23.6 per cent use the twelve-volt system and 7.2 per cent miscellaneous system.
Three-quarter elliptic springs have the call over other types, 46.5 per cent of the cars having adopted this kind, with 26.7 using the cantilever, 10.9 per cent the semi-elliptic, 6.3 per cent the platform and 7.6 miscellaneous.
Full-floating rear axles predominate, according to the figures. On 51.1 per cent of the cars full floating rear axles are used, on 27.1 per cent three-quarter floating, and on 21.8 per cent semi-floating.
In each instance where mechanical features are mentioned and statistics given, the Studebaker cars incorporate the types of construction that lead.

In the matter of price, it is shown by the comparative figures that the average price of cars is \$1,600, which is \$315, or 25 per cent higher than the average price of the eight Studebaker models.
The feature of seating capacity centers about the seven-passenger type of car. The average price of seven-passenger cars, sixes, eights and twelves, is \$3,590, or three and seven-eighths times the price of the Studebaker six. In the matter of power, the figures show that the average price of sixes, eights and twelves which equal or exceed the Studebaker six in power is \$2,900, as compared with \$1,685 for the Studebaker. The average price of fours which exceed the horse-power rating of the Studebaker four is \$2,022, as compared with \$875 for the Studebaker.
SAXON RELAY CREATED
BIG INTEREST IN WEST
In addition to setting a new time of six days eighteen hours and ten minutes for transcontinental travel by automobile, the recent Saxon Six relay race from New York to Princeton lowered the records for motor travel across the Nevada desert and mountains, brought thousands to view in the out-of-the-way mining camps of the Far West, and caused thousands of dollars to change hands among the self-sufficient Westerners to whom a wager is as a breath of life.
This information, together with a description of the sturdy performance of the Saxon cars, was brought home this week by one of the observers who returned from the coast. According to the observer, any kind of a motor car contest attracts a large amount of attention in the West, and it is little short of marvelous how the news travels into the ranches and mining camps that are miles from railroad or telegraph.
"Our first hint of the interest that the relay was attracting in the Far West came at Ely, Nev., which we reached at ten minutes of 12 one night," said the observer.
"Coming into Ely, after an all-day trip across the great American desert and the foothills of the Rockies, we plunged down a steep grade into the center of the town. I was in the front seat with the driver, and, as our headlights brightened the dimly-lighted street, I saw a mob of people blocking the roadway.
"It's a fight, better slow up," I cautioned the driver, for we were hitting about forty miles an hour. He applied the brakes and, as we slid up to the crowd, we saw it wasn't a fight. It was just the entire town waiting for the race. They yelled at us to know our time and, as we changed to the next relay car, we had to fairly fight our way through the throng, besieged by questions. When the next car started, three minutes later, the throng set up a cheer that could be heard for a mile.
"After we were out in the desert again, I asked the new driver what it all meant. Then he told me that the crowd had been waiting for us all evening. They had known of the race for

INTERESTING FACTS ON STUDEBAKER FEATURES

Eighty-Five Per Cent of All Makes of Cars Are Four or Six-Cylinder Types—Comparison.

A direct comparison of cars and specifications just made reveals some interesting facts and figures about Studebaker cars, from the standpoint of the features that go to make up value and the features which show the tendency in motor-car design.
This ingenious comparison, based on averages, and run by the figures of cars, includes, under the heading of value, the items of price, seating capacity and power. Under the heading of tendency in design, it includes such features as number of cylinders, casting of cylinders, type of motor, gasoline feed system, ignition, timing gears, cooling system, starting system, springs, rear axle and bearings.
The consideration of number of cylinders shows that 44.7 per cent of cars are fours, while 41.1 are sixes, or a total of 85.8 per cent, the other 14.2 per cent being eights and twelves. Studebaker cars are of the four-cylinder and six-cylinder types.
That engineers pretty generally agree on the L-head type of motor is shown by the fact that 71.1 per cent of the cars use this type, as compared with 12.3 per cent valve-in-head, 12.2 per cent T-head and 14.4 per cent sleeve valve.
Vacuum-feed gasoline system, a comparatively recent development, has already gained great headway, 55 per cent of the cars using this type, 34.1 per cent the gravity feed and 10.6 per cent the pressure feed.
Casting of six cylinders in bloc, in which the Studebaker engineers were pioneers, has become a feature of 73.6 per cent of the cars built, with 19.4 per cent cast in pairs and 16 per cent cast singly and in threes.
The generator-battery system of ignition has taken the leadership away from the magneto system, according to figures, 54.4 per cent using the generator battery.
Helical gear driven timing gears are used on 76 per cent of the cars. Silent chain drive is employed on 16 per cent of the cars, and spur gears on 11 per cent.
The balance in favor of the pump circulating system of cooling is striking, 66.5 per cent of the models having this plan, 38.5 per cent the thermosiphon, and 5 per cent air cooling.
For several years after electric starting and lighting systems were introduced, the single unit system was by far most widely employed. To-day the two-unit system is in the lead, with 51 per cent of the cars using this type. Another fact is that the six-volt sys-

a week, and the dealer said his place had been the center of a crowd for two days. He was only a new man in Ely, but he had sold eight cars within a week, just on the strength of the relay race."
Need of Prompt Maintenance.
There are a good many persons who really believe in the maintenance of highways, who have the very mistaken opinion that little money need be spent for several years on a new road which has been constructed at a heavy cost. As a matter of fact, there may be heavy expenses during the first five years, which are called maintenance, but really form part of the completion of the improvement. It will often be necessary to remove slides from banks which have been cut into at the time of the original work. Retaining walls must sometimes be built to protect such banks or to guard against the erosion of the highway by streams.

The drainage system is often the source of complaints from abutting property owners, and only brief experience is needed to show that it must be modified. Conditions such as these make soon as a road is finished, for while the surface and foundation may remain in excellent condition for several years, there are other parts of a road than these, and the entire highway ought to be kept in mind when discussing an improved road.

CHEVROLET
Chevrolet is Now Properly Represented in Richmond
Our Richmond Branch is now located at 717-719 West Broad Street, in the finest automobile establishment, from the standpoint of architectural beauty, equipment and service facilities, in the South.
It is a fitting home for the CHEVROLET, a motor car in which Quality predominates, which is distinctive in appearance, powerful yet economical, durable and comfortable, at a price within reach of most pocketbooks.
We are now quite "at home" in our new building to our many friends and to a host of others, who, through the eminently satisfactory experience of CHEVROLET ownership, will become firm friends.
We have a service arrangement which seems ideal—it is the manufacturer's service rendered directly to the owner.
CHEVROLET MOTOR COMPANY
RETAIL BRANCH:
717-719 WEST BROAD STREET, RICHMOND, VA.
Opening Week Showrooms Open Till 9 P. M.
Factories: NEW YORK CITY, TARRYTOWN ON HUDSON; FLINT, MICHIGAN; ST. LOUIS, MO.; OAKLAND, CAL.; OSHAWA, CAN.; FORT WORTH, TEXAS.

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We have persistently claimed that the New Series Paige Fairfield "Six-46" offers more actual dollar-for-dollar value than any other motor car on the American market.
This is no mere exaggeration. It is a deliberate, cold blooded statement of fact, and can be proven with mathematical precision by any comparative investigation.
If you are interested, we ask you to compare the "Fairfield" with any other motor car—at any price.
Put the two cars side by side. Check them up, feature for feature. Pay attention to the small details quite as well as the big ones. Then, be guided by your own judgment.
On this basis we are quite content to abide by the result. You will find, we believe, that each dollar of your automobile investment will go farther if you select a Paige.

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Put the two cars side by side. Check them up, feature for feature. Pay attention to the small details quite as well as the big ones. Then, be guided by your own judgment.
On this basis we are quite content to abide by the result. You will find, we believe, that each dollar of your automobile investment will go farther if you select a Paige.

PAIGE
The Standard of Value and Quality
We have persistently claimed that the New Series Paige Fairfield "Six-46" offers more actual dollar-for-dollar value than any other motor car on the American market.
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